# Future Acquisition and Technology Workforce Study (1999)

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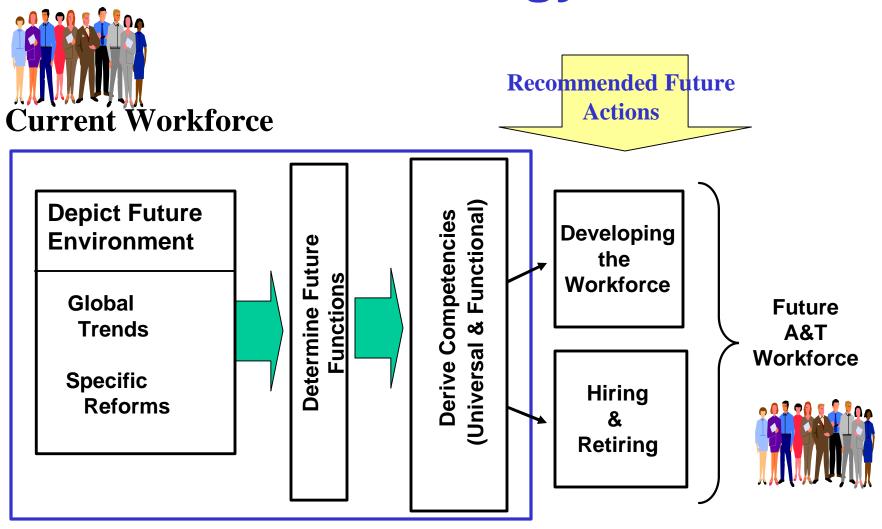
#### **Background**

- Section 912 (c), National Defense
   Authorization Act of 1998 directed the
   Secretary of Defense to submit to
   Congress an implementation plan to
   streamline acquisition organizations,
   workforce, and infrastructure.
- Many study groups formed to address different issues.

# Charter of future Acquisition & Technology workforce study group

- "describe performance characteristics and training requirements of a future A&T workforce."
- Product to Under Secretary of Defense A&T by Dec 15, 1999

# Methodology



#### **Future A&T Environment**

# **Examples of Global Trends** (impacts entire federal workforce)

- Smaller workforce
- Older workforce
- Commercial business orientation
- More generalists
- Information technology
- Knowledge management
- Cross-functional teaming

# **Examples of Emerging Acquisition Practices**

- Competitive sourcing
- Integrated Paperless Acquisition
- Performance-based contracting
   Interoperability
- Price-based acquisition
- Commercial-Military Integration



#### **Future Functions**

- Activities workforce must perform to implement acquisition & logistics reforms and new practices
- 102 future functions derived from the future environment
- Examples of future functions:
  - Use simulation based acquisition to identify design issues and risks
  - Perform CAIV analysis
  - Operate in a commercial environment (e.g., common specs & standards; commercial accounting standards; performance based solicitations; FAR Part 12 acquisitions)
  - Conduct market research of national technology base

#### **A&T Workforce Competencies**

#### Competencies

(what workforce must know or do to carry out acquisition functions)



#### Universal

- Personal / Organizational / Leadership / Management
- Applicable to all
- Enhance ability to operate in a changing & uncertain environment

#### **Functional**

- Unique to career field(s)
  - •Functionally oriented

#### **Proposed A&T Universal Competency Model**

#### Mid-Level

#### **Entry**

Continual Learning
Accountability
Customer Service
Problem Solving
Technical Credibility
Financial Management
Human Resource Management
Influencing / Negotiating
Interpersonal Skills
Oral Communication
Written Communication

Flexibility (T)
Resilience (T)

Decisiveness (T)

#### Integrity / Honesty (T)

Service Motivation
Conflict Management
Cultural Awareness
Team Building
Entrepreneurship
Technological Management
Partnering
Political Savvy
Creativity / Innovation (T)
External Awareness
Strategic Thinking

Vision

Continual Learning
 Accountability
 Customer Service
 Problem Solving
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 Oral Communication
Written Communication
Flexibility (T)

Resilience (T)
Decisiveness (T)

Integrity / Honesty (T)

Service Motivation

Conflict Management

Conflict Management

**Cultural Awareness** 

Team Building

Entrepreneurship

**Technological Management** 

Partnering

**Political Savvy** 

#### **Creativity / Innovation (T)**

External Awareness
Strategic Thinking
Vision

Senior

Continual Learning
 Accountability
 Customer Service
 Problem Solving
 Technical Credibility
 Financial Management
Human Resource Management
Influencing / Negotiating

Interpersonal Skills
Oral Communication

**Written Communication** 

Flexibility (T)

Resilience (T)

Decisiveness (T)

Integrity / Honesty (T)

**Service Motivation** 

**Conflict Management** 

**Cultural Awareness** 

**Team Building** 

Entrepreneurship

**Technological Management** 

**Partnering** 

**Political Savvy** 

**Creativity / Innovation (T)** 

**External Awareness** 

Strategic Thinking

**Vision** 

## **A&T Workforce Competencies**

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# **Functional Categories Included**

- Program Management
- Communications –
   Computer Systems
- Business, Cost Estimating & Financial Management (BCEFM)
- Contracting
- Industrial and/or Contract Property Management
- Auditing\*

- System Planning, Research, Development & Engineering
- Test and Evaluation
- Acquisition Logistics
- Manufacturing, Production
   & Quality Assurance
- Science and Technology\*\*
- Sustainment\*\*

<sup>\*</sup> Not in this study/will be included in follow-on phase

<sup>\*\*</sup> Not currently a DAWIA career management field

# **Functional Competency Results**

- Team consisted of functional board representatives.
- Clean sheet approach
- Developed 435 detailed functional competencies
  - Mix of new and existing competencies
  - Can be grouped by themes to indicate key future focus areas

# **Examples of Themes Among Functional Competencies**

- Commercial Practices
- Market Research
- Cost as an independent variable
- Total Ownership Cost
- Integrated product and process teams
- Simulation-based acquisition

- Business Analysis techniques
- Supply Chain Management
- Open architecture
- Performance-based acquisition
- Commercial & nondevelopment items
- Software development

## **Functional Competency Results**

 Competencies captured in an interactive database that links: future trends





- Database arrays competencies by career field / area
- Very useful capability in follow-on implementation

# **Example of the Functional Competency**Database

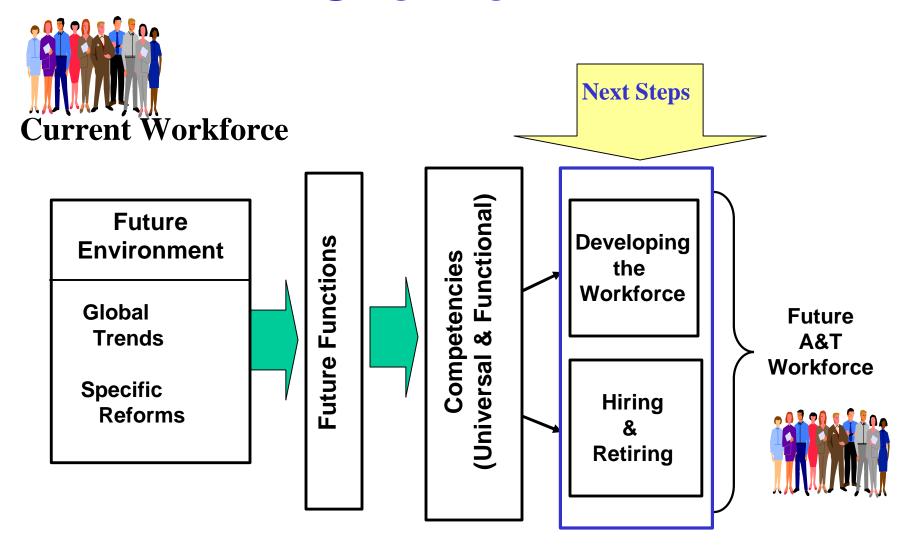
| Environmental<br>Trend<br>(what ATWF will face) | Function<br>(ATWF Activities)                                         | Competencies<br>(What ATWF will need to<br>know, or know how to do)                                            | Applicable to:                                             |
|-------------------------------------------------|-----------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------|
| Increased reliance on non-DoD Organizations     | Conduct market research & analysis of the national base of technology | Understand basic market research techniques                                                                    | PM,<br>Contracting,<br>SPRDE, Acq<br>Log, &<br>Sustainment |
|                                                 |                                                                       | Understand technology for a specific business sector                                                           | PM,<br>SPRDE, &<br>Sustainment                             |
|                                                 |                                                                       |                                                                                                                |                                                            |
| Increased use of simulation based acquisition   | Use simulation based acquisition to identify design issues and risks  | Determine how to apply modeling and simulation when conducting performance studies, tradeoff and cost analyses | PM,<br>BCEFM,<br>SPRDE &<br>T&E                            |

#### **Competencies Recommendations**

- The DUSD (AR) and DASD(CPP) should determine the strategy for incorporating universal competencies into A&T development / training programs, considering costs and competing demands on workforce – Decentralized implementation
- The FIPTs/ OAIPT, with oversight by a Senior Steering Group, should:
  - Compare the future functional competencies with current competencies to determine:
    - gaps
    - current competencies that can be eliminated

Accomplished by some functional areas

#### **Overview**



## **Developing the Workforce**

- Education: -- Decentralized implementation
  - Tuition assistance and degree completion programs should target:
    - Foundational business and technical competencies
    - Future competencies
- Training -- Implemented
  - Team training increasingly important to impart new skills and break down organizational barriers to new practices
  - Distributed training
    - Competing demands on time of a smaller workforce heighten need for modular, distributed, just-in-time training
    - DAWIA courses, Continuous Learning and rapid implementation of latest initiatives
- Experience Decentralized implementation
  - Rotational /developmental assignments broaden experience and develop multifunctional orientation

# **Hiring and Retiring**

- Hiring Decentralized implementation
  - Intern programs
    - Specific business / technical qualifications
    - Rotational assignments develop multi-functional outlook
  - Student Educational Employment Program ("co-op programs")
  - Feeder Universities: academic programs focused on government needs
  - Term hire
    - Brings needed competencies and experience into DoD for specified periods of time
    - Intergovernmental Personnel Act a useful program that should be expanded to include industry – Legislative language proposed
  - Retirements "phased" to avoid rapid loss of experience and make fulltime equivalents (FTE's) available for new hires



# **Closing Comments**

- Vital process
- Sound methodology
- Functional area resistance
- Decentralized execution hinders implementation tracking and accountability

#### Complete report located at:

http://gravity.lmi.org/futurewf/